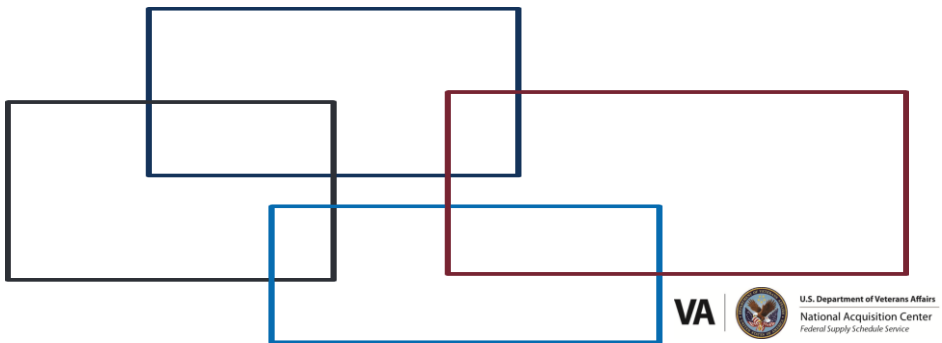




# VA FSS Program Overview

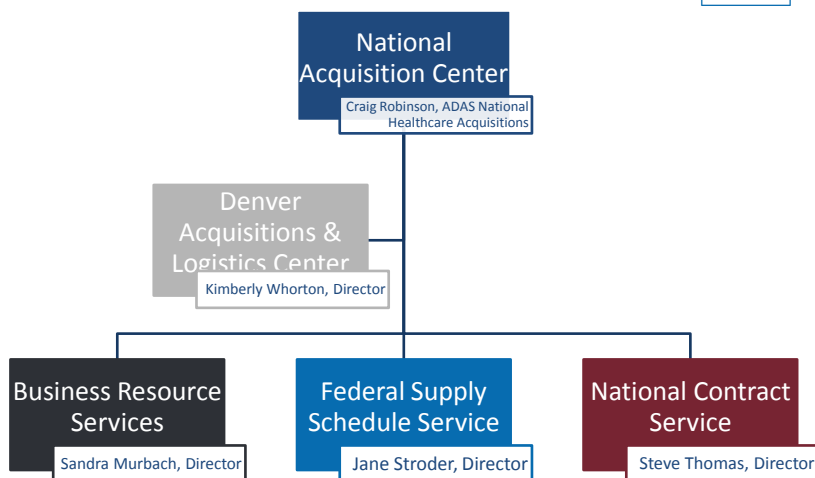
May 9, 2014



## VA FSS Program



## VA National Acquisition Center Organizational Chart



## NAC Services



## FSS Mission

**VA**



U.S. Department of Veterans Affairs  
National Acquisition Center  
Federal Supply Schedule Service

*To provide world class healthcare products and services through performance that is demonstrated by contractual competence, timeliness, innovation, and results-driven solutions while assuring accountability to our Federal customers and taxpayers.*

**VA**

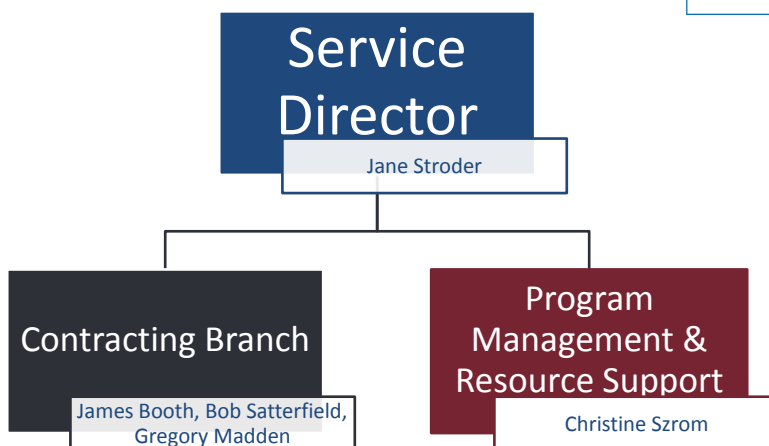


U.S. Department of Veterans Affairs  
National Acquisition Center  
Federal Supply Schedule Service

VA FSS Program Overview

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## FSS Service



**VA**

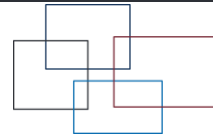


U.S. Department of Veterans Affairs  
National Acquisition Center  
Federal Supply Schedule Service

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## GSA vs. VA Schedules



# Federal Acquisition Service



GSA establishes long-term government-wide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing. There are 30 GSA Schedule programs.

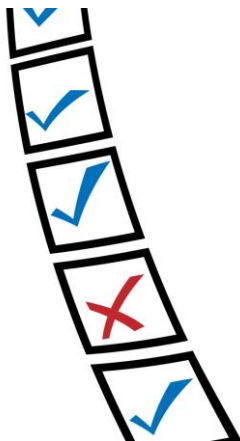
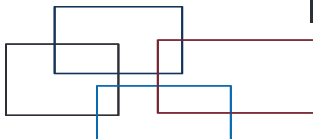


GSA has delegated authority to the VA to procure medical equipment, supplies, services, and pharmaceuticals under the VA Federal Supply Schedules program. There are 9 VA Schedule programs.



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## VA FSS Program Traits

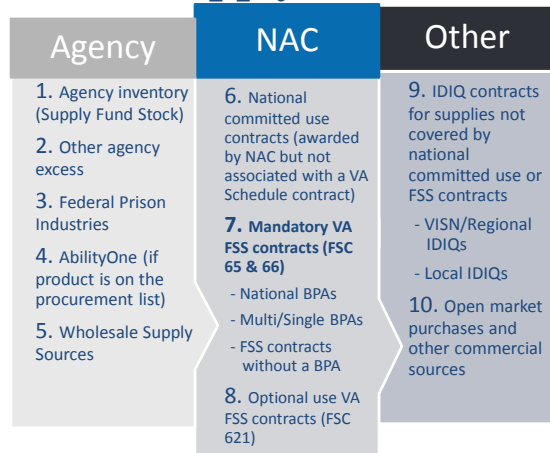
- Multiple Award Schedule
- Open & continuous solicitation cycle
- Multi-year: 5 year base performance period with options to extend for an additional 5 years
- Fixed-price with economic price adjustment
- Indefinite delivery, indefinite quantity
- National & worldwide coverage
- FOB destination
- Full & open competition
- Industrial funding fee



VA FSS Program Overview

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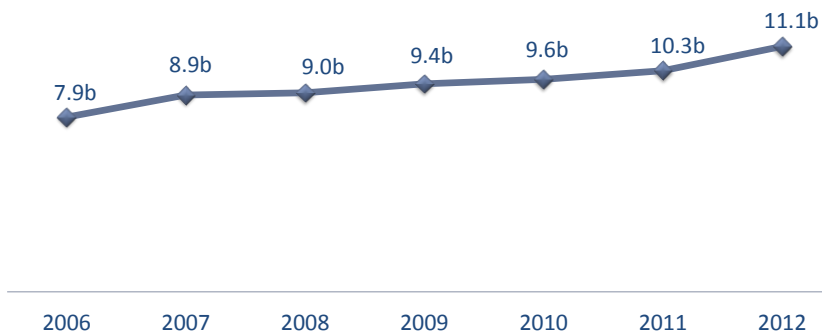
## VA specific priorities of use of Government supply sources



## VA Schedule programs

Schedule Title		NAICS	Solicitation Number
65 I B	Drugs, Pharmaceuticals, & Hematology Related Products	325412	M5-Q50A-03
65 II A	Medical Equipment & Supplies	339112	RFP-797-FSS-99-0025
65 II C	Dental Equipment & Supplies	339114	RFP-797-652C-04-0001
65 II F	Patient Mobility Devices	339113	RFP-797-652F-05-0001
65 V II	Invitro Diagnostics, Reagents, Test Kits, & Test Sets	325413	M5-Q52A-04
65 V A	X-Ray Equipment & Supplies	325992	RFP-797-655A-03-0001
66 III	Cost-Per-Test, Clinical Laboratory Analyzer	334516	RFP-797-FSS-03-0001
621 I	Professional & Allied Healthcare Staffing Services	561320	RFP-797-FSS-00-0115
621 II	Medical Laboratory Testing & Analysis Services	621511	RFP-797-FSS-04-0001

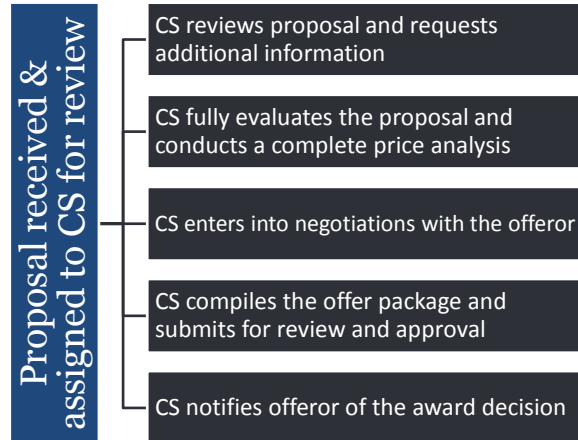
## VA FSS Total Annual Sales (in billions)



## Awarding & Managing a VA Schedule Contract



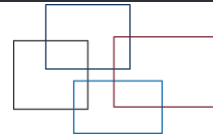
## Reviewing a Schedule Proposal



## Elements of a complete proposal

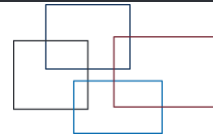
- Proposal within scope of selected Schedule program
- Offered products within scope of Schedule SINs
- All offered products are manufactured in a designated country
- Federal database registrations
  - SAM
  - D&B
  - FDA
- Complete documentation
  - SF-1449 signed by authorized signatory
  - Exhibit 04, 05, 06
  - Subcontracting Plan
  - Commercial price list
  - Letters of supply

## Fair & reasonable price determination



The Government will seek to obtain the offeror's best price (the price given to the most favored customer); however, the Government recognizes that the terms and conditions of commercial sales vary and there may be legitimate reasons why the best price is not achieved (GSAM 538-270).

## CSP Disclosures



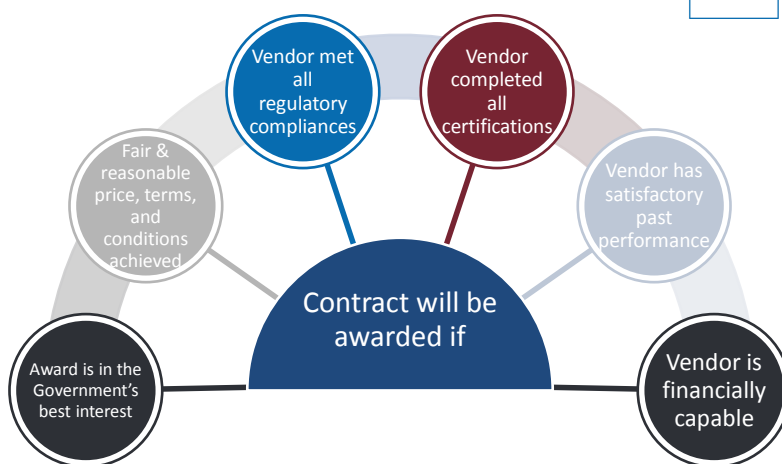
Vendors are required to submit full commercial sales disclosures for general public customers that receive discounts and/or price agreements that are equal to or more favorable than those offered to the Government.



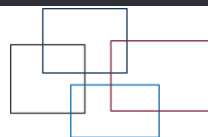
## Negotiation objectives

High/Low Objectives for:
Discounts
Payment terms (incl. credit card acceptance)
Minimum order
Delivery timeframes & FOB points
Warranty & return goods policies
Installation & Training
Annual rebate
Rental, leasing, & service agreements

## Award Decision

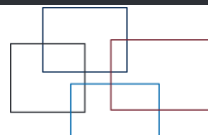


## Price list requirements



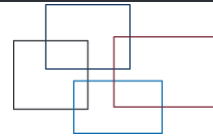
Price List	When
Authorized FSS Paper Pricelist	30 days after award Within 15 workdays of modification (or by quarterly supplement)
<a href="#">NAC Contract Catalog Search Tool</a> (NAC-CM Price File)	30 days after award or modification Prime Vendor & covered drug pricing must be entered in to the appropriate database by the effective date of the SF-30.
<a href="#">GSA Advantage!</a> (SIP / EDI File)	6 months after award or 30 days after contract modification Contractors offering products that require a prescription are not required to manage a GSA <i>Advantage!</i> price list.

## Modification types



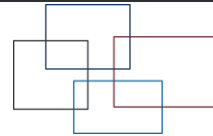
Action	Authority	Sub-Action	Unilateral/ Bilateral
Product Addition	552.243-72 552.238-75 52.225-5	Add products Add SIN categories	Bilateral
Product Deletion	552.243-72	Delete products Delete SIN category(ies)	Unilateral
Price Reduction	552.238-75 552.243-72 552.216-70	Temporary, Permanent, Voluntary	Bilateral
Economic Price Adjustment (Price Increase)	552.216-70 552.243-72		Bilateral

## Modification types



Action	Authority	Sub-Action	Unilateral/ Bilateral
Administrative Change	552.243-72	Update Signatory Authority Form Change authorized personnel Incorporate Subcontracting Plan Other corrective actions	Unilateral Bilateral
Technical Change	552.243-72	Change product description, part number, NDC number, geographic coverage, etc.	Unilateral
Legal Change	552.243-72 42.12	Change of Name Agreement Novation Agreement	Bilateral
Extension	AS1508 552.243-72	Long-term, Temporary	Unilateral Bilateral
Cancellation	552.238-73 552.243-72		Unilateral Bilateral
Mass Modifications	552.243-72		Bilateral

## Trade agreements act



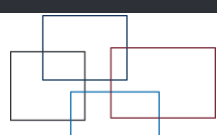
- All Schedule products and services must come from the U.S. or a designated country.
- Designated countries fall under four categories:
  - 1) **World Trade Organization Procurement Agreement (WTO) countries**
  - 2) **Free Trade Agreement (FTO) countries**
  - 3) **Least Developed countries**
  - 4) **Caribbean Basin countries**



## Resources

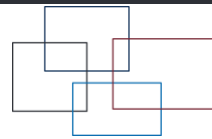


## Online Resources



Website	URL
FSS Web Portal	<a href="http://www.fss.va.gov">http://www.fss.va.gov</a>
Training	<a href="http://www.va.gov/oal/business/fss/training.asp">http://www.va.gov/oal/business/fss/training.asp</a>
VA Schedule Programs	<a href="http://www.va.gov/oal/business/fss/schedules.asp">http://www.va.gov/oal/business/fss/schedules.asp</a>
Contractor Overview Library	<a href="http://www.va.gov/oal/docs/business/nac/fss/fssContractorOverviewLibrary.zip">http://www.va.gov/oal/docs/business/nac/fss/fssContractorOverviewLibrary.zip</a>
No Award Checklist	<a href="http://www.va.gov/oal/docs/business/nac/fssChecklist-noAwards.pdf">http://www.va.gov/oal/docs/business/nac/fssChecklist-noAwards.pdf</a>
Current Contractors	<a href="http://www.va.gov/oal/business/fss/contactors.asp">http://www.va.gov/oal/business/fss/contactors.asp</a>
Compliance	<a href="http://www.va.gov/oal/business/fss/compliance.asp">http://www.va.gov/oal/business/fss/compliance.asp</a>
Contractor Responsibilities	<a href="http://www.va.gov/oal/business/fss/responsibilities.asp">http://www.va.gov/oal/business/fss/responsibilities.asp</a>

Contact Us!



p 708.786.7737 | f 708.786.5828 | [fss.help@va.gov](mailto:fss.help@va.gov)  
<http://www.fss.va.gov>



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